

NASPO ValuePoint Computer Equipment (2023-2028)

CONTROL SET

Master Agreement: 23012

Contractor Name: IBM

Awarded Bands:

	Band 1: Personal Computing Devices (Windows)
	Band 2: Personal Computing Devices (Non-Windows)
X	Band 3: Servers and Storage

Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	15.0%
3	3B-1	IBM System Z	0.75%
3	3B-2	Non-discountable	0.0%
3	3B-3	IBM Middleware (perpetual license software) for government	15.0%
3	3B-4	IBM System Z OTC	0.0%
3	3B-5	IBM System Z MLC	0.0%
3	3B-6	IBM Middleware, non-discountable	0.0%
3	3T	Third Party Product Minimum Discount	5.0%
	S1	Hardware Maintenance	Custom per configuration
	S2	Distributed Subscription Software - Middleware	3.0%
	S3	Virtual Server	varies based on build
	S4	Virtual Storage	varies based on build
	S5	Labor Rate Card	Hourly (labor only)

Exhibit D: Price Schedule

Discount Structure

Master Agreement: 23012
Contractor Name: IBM
Baseline Price List: Posted on Contractor's dedicated NASPO ValuePoint website

Band 3: Servers and Storage			
Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	15.0%
3	3B-1	IBM System Z	0.75%
3	3B-2	Non-discountable	0.0%
3	3B-3	IBM Middleware (perpetual license software) for government	15.0%
3	3B-4	IBM System Z OTC	0.0%
3	3B-5	IBM System Z MLC	0.0%
3	3B-6	IBM Middleware, non-discountable	0.0%
3	3T	Third Party Product Minimum Discount	5.0%

Exhibit D: Price Schedule

Volume-Based Discounts

Master Agreement: 23012
Contractor Name: IBM

All Awarded Bands

1. Per Transaction Multiple Unit Discount(s)

Contractor provides a contractual volume discount program as follows based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Purchasing Entity, or multiple entities conducting a cooperative purchase.

IBM treats each customer solution as a unique transaction and therefore does not offer a set multiple unit discount. IBM competitively discounts our products and therefore can and does offer deeper than NASPO entitled discounts depending on any number of factors including configuration and competition.

2. Cumulative Discount(s)

Contractor provides a cumulative volume discount as follows based on dollars resulting from the cumulative purchases by all purchases made by Purchasing Entities for the duration of the Master Agreement.

IBM treats each customer solution as a unique transaction and therefore does not offer cumulative volume discounts. However, as stated above, IBM competitively discounts our products and therefore can and does offer deeper than NASPO entitled discounts depending on any number of factors including configuration, competition and volumes.

3. Other Discount(s)

Additional discount(s) available.

An example of other discounts would be an IBM promotion for a specific product(s) for a prescribed period of time.

Services

Contractor Name: IBM

Travel for Services will be negotiated with each Participating Entity in the Participating Addendum.

[illegible]

Exhibit D: Price Schedule

Lease Rates

Master Agreement: 23012

Contractor Name: IBM

All Awarded Bands

Optional: Lease Rates

Participating Addendum may identify if and how leasing agreement terms will be conducted. Lease rates are variable, based upon award.

Exhibit D: Price Schedule

Prompt Payment Discount

Master Agreement: 23012

Contractor Name: IBM

All Awarded Bands

☐	☐	in 30
☐	☐	in 15, Net 30
☐	☐	in 10, Net 30
☒		Net 30
☐	Other (specify):	